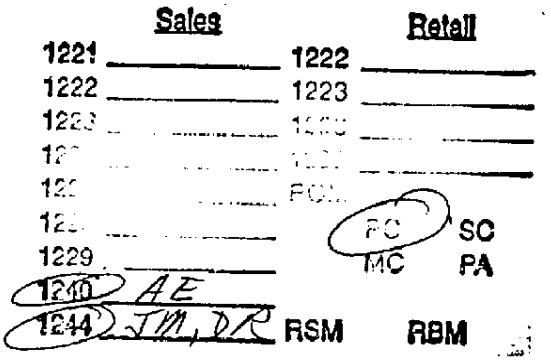
To: *Piscitelli, J, 1710 - Pittsburgh ROU, 1740 - Pittsburgh Chain, Richards, M, Rago, Joseph M., 1110 - Boston ROU(PROVENL), Keeney, David, 1645 - Buffalo Chain (VICKERB), 6710 - Detroit ROU, 1240 - New Jersey Chain (RHODEF), 1210 - New York ROU (ALVICHA), 1310 - Philadelphia ROU (METZG)*
From: Campbell, Judy
Posted: 5/26/98 13:25
Opened: 5/26/98 15:42
Subject: JULY: SALEM .30¢ TEAR TAPE #800438(407)

TEMPLATE OF CUSTOMER LIST NOT INCLUDED DUE TO LENGTH (25 PAGES) - IF ANYONE WANTS THIS LIST, PLEASE ADVISE.

EXCEL SPREADSHEET CONTAINS 4 WORKSHEETS - 1 PER BRAND STYLE.



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Source: https://www.industrydocuments.ucsf.edu/docs/sskn0000

ROUs: 1110 / 1210 / 1310 / 1710 / 6710

Distribute to RJR Managers w/Chain responsibility for chains on attached Excel spreadsheet

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Source: https://www.industrydocuments.ucsf.edu/docs/sskn0000

RJ REYNOLDS

TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 3, 1998

RJR Account #375878
P. Cox
McLANE-NORTHEAST

JULY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#807)

Dear Paul:

SALEM .30¢ Tear Tape 'Off-Invoice' product has been ordered, as well as **829** SKUs of 40-Pack Displays (Item #541964 @ 1/SKU) to pack and ship the above promotion to your participating retail accounts as identified on the attached Customer List. Displays should be maintained by retailer for 3rd Quarter (July / August / September) *Salem .30¢ Tear Tape* promotional shipments (see enclosed Retailer Letter).

PRODUCT ARRIVAL DATE: JUNE 29, 1998

		#/SALEM Cases Per Style				$ Amount
	PO #	MEN 85	MEN 100	MEN LT 85	MEN LT 100	
		24194	24195	24196	24197	
	ER3481-01	23	27	41	25	$37,654.74
SAM'S CLUBS (MICH)	ER3482-01	10	10	10	10	$12,984.39
						$50,639.13

DISPLAYS PO #ER3459-01
(This includes 279 Displays for SAM's CLUBS / Michigan)

Shipper Displays Arrival (McLane NE): **June 29, 1998**

Ship Date to Retail: **Week of July 13, 1998**

Display Detail / Item #541964

SKU CUBE: **0.5020**

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SKU WT (w/o Product):	1.1350 lbs
Retail Sales Offers per Sku:	40 units
Billing per Sku:	4 CARTONS

PARTNERS 'BONUS' REPORTING DESCRIPTION S A L _ 9 8 _ . 3 0 / _ 1 P K _

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JULY Drive Period 807 / Promotion #800438

PROMOTION DESCRIPTION: *EACH DISPLAY CONTAINS 40 .30¢ OFF PER PACK OFFERS (4 CARTONS). PACK AND SHIP ONE (1) DISPLAY, ALONG WITH ANY ADDITIONAL PRODUCT REQUIRED, AS INDICATED ON THE ATTACHED CUSTOMER LIST.*

RETAILER NEEDS TO MAINTAIN SALEM 40-PACK DISPLAY FOR FUTURE DISTRIBUTIONS (INCLUDE A COPY OF THE ENCLOSED 'RETAILER LETTER' IN EACH DISPLAY SHIPPED TO RETAIL)

RJR will reimburse you $7.00 per **promoted 6M** case for all displays packed and shipped to retail on a timely basis. This equates to **$1,092.00 (156 (6M) case(s) @ $7.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

If you have any questions, please contact me. As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: L. E. MacWilliams
cc: R. Donahue / McLane
1610: DK / SS / RMD
1000: J. Piscitelli
1340: J. Rago

ROUs: 1110 / 1210 / 1310 / 1710 / 6710
Distribute to RJR Managers w/Chain responsibility for chains on attached Excel spreadsheet

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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Source: https://www.industrydocuments.ucsf.edu/docs/sskn0000

ROUs: 1110 / 1210 / 1310 / 1710 / 6710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE

#/ CARTONS SALEM MENTHOL KING (UPC #12300-24194)

JULY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#807)

RETAIL DISTRIBUTION DATE: 7/13/98

CHAIN NAME	NO. OF STORES	# CARTONS TO SHIP TO EACH ACCOUNT	TOTAL # CARTONS	NUMBER OF DISPLAYS PER GROUP PER STATE												
				CT	DE	MA	MD	MI	NH	NJ	NY	OH	CUYAHOGA	PA	RI	VT
A-PLUS/ SUNOCO	302	See List	796	1	2	39			2	27	164			557	4	
CHESTNUT MOBIL	7	See List	7	3							4					
COASTAL MART	23	See List	136							89				47		
COOKS CONVENIENT	6	See List	8								8					
EXPRESS MART	44	2	88								88					
J MART	7	1	7								7					
KRAUSZERS	6	See List	13	13												
MANLEYS	12	1	12								12					
MOBIL / ON THE RUN	36	See List	57	5							49				3	
7/11-HANDEE MART	26	See List	93									1	36	56		
STARENTERPRISE	41	See List	87							34				53		
SAM'S CLUBS	16	See List	279					279								
INDEPENDENTS & SMALL CHAINS	24	See List	37	1		2	5			10	12			7		
TOTALS	550		1620	23	2	41	5	279	2	160	344	1	36	720	7	0

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Source: https://www.industrydocuments.ucsf.edu/docs/sskn0000

ROUs: 1110 / 1210 / 1310 / 1710 / 6710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE

#/ CARTONS SALEM MENTHOL 100 (UPC #12300-24195)

JULY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#807)

RETAIL DISTRIBUTION DATE: 7/13/98

CHAIN NAME	NO. OF STORES	# CARTONS TO SHIP TO EACH ACCOUNT	TOTAL # CARTONS	NUMBER OF DISPLAYS PER GROUP PER STATE												
				CT	DE	MA	MD	MI	NH	NJ	NY	OH	CUYAHOGA	PA	RI	VT
A-PLUS/ SUNOCO	302	See List	530	1	1	35			2	28	118			341	4	
CHESTNUT MOBIL	7	See List	5	3							2					
COASTAL MART	23	See List	68							39				29		
COOKS CONVENIENT	6	See List	8								8					
EXPRESS MART	44	2	88								88					
J MART	7	1	7								7					
KRAUSZERS	6	See List	10	10												
MANLEYS	12	1	10								10					
MOBIL / ON THE RUN	36	See List	41	4							34				3	
7/11-HANDEE MART	26	See List	62									1	27	34		
STARENTERPRISE	41	See List	87							34				53		
SAM'S CLUBS	16	See List	279					279								
INDEPENDENTS & SMALL CHAINS	24	See List	25	1		1	6			3	9			5		
TOTALS	550		1220	19	1	36	6	279	2	104	276	1	27	462	7	0

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Source: https://www.industrydocuments.ucsf.edu/docs/sskn0000

ROUs: 1110 / 1210 / 1310 / 1710 / 6710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE

#/ CARTONS SALEM MEN LIGHT KG (UPC #12300-24196)

JULY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#807)

RETAIL DISTRIBUTION DATE: 7/13/98

CHAIN NAME	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NUMBER OF DISPLAYS PER GROUP PER STATE												
				CT	DE	MA	MD	MI	NH	NJ	NY	OH	CUYAHOGA	PA	RI	VT
A-PLUS/ SUNOCO	302	See List	1096	2	1	56			4	43	231			750	9	
CHESTNUT MOBIL	7	See List	12	4							8					
COASTAL MART	23	See List	149							81				68		
COOKS CONVENIENT	6	See List	13								13					
EXPRESS MART	44	2	88								88					
J MART	7	1	7								7					
KRAUSZERS	6	See List	21	21												
MANLEYS	12	1	19								19					
MOBIL / ON THE RUN	36	See List	94	5							86				3	
7/11-HANDEE MART	26	See List	142									3	56	80	3	
STARENTERPRISE	41	See List	87							34				53		
SAM'S CLUBS	16	See List	279					279								
INDEPENDENTS & SMALL CHAINS	24	See List	64	1		5	4			20	21			13		
TOTALS	550		2071	33	1	61	4	279	4	178	473	3	56	964	15	0

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Source: https://www.industrydocuments.ucsf.edu/docs/sskn0000

ROUs: 1110 / 1210 / 1310 / 1710 / 6710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE

#/ CARTONS SALEM MENTHOL LT 100 (UPC #12300-24197)

JULY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#807)

RETAIL DISTRIBUTION DATE: 7/13/98

CHAIN NAME	NO. OF STORES	# CARTONS TO SHIP TO EACH ACCOUNT	TOTAL # CARTONS	NUMBER OF DISPLAYS PER GROUP PER STATE												
				CT	DE	MA	MD	MI	NH	NJ	NY	OH	CUYAHOGA	PA	RI	VT
A-PLUS/ SUNOCO	302	See List	611	1	1	36			2	25	151			391	4	
CHESTNUT MOBIL	7	See List	9	3							6					
COASTAL MART	23	See List	84							53				31		
COOKS CONVENIENT	6	See List	13								13					
EXPRESS MART	44	2	88								88					
J MART	7	1	7								7					
KRAUSZERS	6	See List	15	15												
MANLEYS	12	1	12								12					
MOBIL / ON THE RUN	36	See List	53	4							46				3	
7/11-HANDEE MART	26	See List	103									1	43	56	3	
STARENTERPRISE	41	See List	88							34				54		
SAM'S CLUBS	16	See List	279					279								
INDEPENDENTS & SMALL CHAINS	24	See List	39	2		2	4			8	14			9		
TOTALS	550		1401	25	1	38	4	279	2	120	337	1	43	541	10	0

Source: https://www.industrydocuments.ucsf.edu/docs/sskn0000